American Heart Month

February 2016
We are very pleased to announce that we are in the process of upgrading our CSOS ordering system to one that will allow greater flexibility and ease of use for all our customers. This is a great enhancement to the Smith Drug E-Gate Portal our customers currently use to order products. It will allow pharmacists the security and flexibility to order their C2 products from any internet connected device. We will begin transitioning customers to our new CSOS ordering system in February 2016. This transition will take roughly three to four months to complete for all Smith Drug Company customers. Please note that this is a portal enhancement and will replace the Java based system for ordering controlled substances.

Our new controlled substance ordering system portal enhancement is called Express 222 and it will allow our customers to sign their CSOS orders from any connected device (desktop computer, laptop, tablet or phone). They will no longer be tethered to the computer in their pharmacy or adversely affected by Java updates! Customers will be able to order their C2s anytime, from anywhere – as long as they have their password!

The transition from our current CSOS system to Express 222 will start in February 2016. Our helpdesk team will begin contacting customers and migrating them to the new Express 222 system. It will take approximately three to four months to completely transition all customers to Express 222 for their CSOS orders.

With the new system, each pharmacist authorized for CSOS ordering will merely choose their username and then enter their password to sign their order - it couldn’t be much easier than that! So, you can see why we’re so excited to be making this announcement!

Your Smith Drug Company e-Gate Portal Team
The newsletter of Smith Drug Company
A Division of J M Smith Corporation
Spartanburg, SC - Paragould, AR - Valdosta, GA

- HealthWise™ Clinical Solutions
- HealthWise™ Circular Program
- DollarWise™ Program
- Good Sense® Controlled Label Program
- Greeting Cards Program
- Continuing Education
- Gift and Trade Show
- Rx QuikShip™
- GeneRx QuikShip™
- Third Party Station
- Pharmacy First
- DrugSmith™ Monthly Newsletter
- Smith Weekly e-Blast
- Diabeticare™ Program
  (Medicare Vendor Contracts)
- Hamacher Retail Zone Pricing
- Home Health Care Catalog
- HealthWise Signage Program
- Smith Gift Box Gift Category
- Vials and Vitamin Program
- Direct Mail Advertising
- Well Staffed Customer Service
- Excellent Service Levels
- Store Fixture Program
- Merchandising Services
- Spotlight Program
- Repeat Rewards Loyalty Cards

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Trade Show Dates and Registration Info

Show Dates: Friday 7/15 – Sunday 7/17
Location: Savannah International Trade & Convention Center (SITCC)
  1 International Drive
  Savannah, GA 31402
  (912) 447-4000
Host Hotel: Westin Savannah Harbor Golf Resort & Spa
  1 Resort Drive
  Savannah, GA 31421
  (912) 201-2000
Room Rate: $209
Room Block Expires: June 13, 2016
Register online at: https://www.regonline.com/SDCCETS-2016
Supporting Your Loved One with High Blood Pressure

**Having the support of a friend or family member** sometimes is the deciding factor for an individual struggling to manage and control high blood pressure successfully. You can make a difference.

Of the 67 million American adults who have high blood pressure, 16 million are aware they have the condition and are receiving treatment, but their blood pressure continues to be high. If this sounds like someone you know and love, team up to help him or her to make blood pressure control your goal, too.

Here are tips on how you can help:

**Start the conversation**

Find out what your loved one is already doing to control their high blood pressure and what you can do to support them immediately. Ask questions like:

- What is hardest for you about controlling your high blood pressure?
- What is easiest?
- Have you set specific goals with your health care team?
- What can I do to help you? This might include: go with you to health care visits; help you monitor your blood pressure; remind you to take your medications; work together to cook low-sodium meals.

**Provide emotional support**

- Be positive. Help your loved one remember that this is a marathon, not a sprint, and that control is possible.
- If you are concerned about your loved one, ask him or her questions.
- Don’t forget to take care of yourself. As a family member or friend taking care of a loved one with high blood pressure, you may experience periods of stress, anxiety, depression, and frustration. Remember, taking care of your own emotional health and physical needs helps you take care of your loved one.

**Did you know?**

African Americans have a higher chance of being diagnosed with high blood pressure, which puts them at higher risk of dying from cardiovascular disease. About 2 of every 5 African Americans have high blood pressure, and fewer than half of them have it under control.

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[www.millionhearts.hhs.gov](http://www.millionhearts.hhs.gov)
Make control *your* goal

Take action to help your loved one make healthy lifestyle changes for better blood pressure control. For example, you can:

- Help your loved one set up a routine to take medications regularly.
  - If your loved one’s insurance provides mail order delivery, set it up and request a 90-day supply of medications.
  - If this service is not available, pick a convenient pharmacy to get all of the medications. Request that refills occur at the same time each month so your loved one can pick them all up at once.
  - Start a reminder system. Use a pillbox for every pill, every day. Or find and use a smartphone app.

- Set a reminder to get your loved one’s blood pressure checked—at home, at the doctor’s office, or at a pharmacy. Track results in a journal or diary that your loved one can take to health care visits.

- Help your loved one eat better.
  - Go grocery shopping together. Focus on more fresh fruit, vegetables, and whole grains and fewer prepared foods that have high sodium, cholesterol, saturated fat, and trans fat.
  - Help cook healthy, tasty meals at home more often. Bring home-cooked meals to your loved one.

- About 1 in 5 African American adults smokes cigarettes. If your loved one smokes, help him or her quit.
  - Help your loved one identify reasons to quit.
  - Learn about and improve upon your loved one’s previous attempts to quit.
  - Suggest a quit line like 1-800-QUIT-NOW.

- Be more active with your loved one.
  - Schedule easy exercises into your daily or weekly get-togethers—even just a walk around the block is enough to get the ball rolling.
  - Keep track of your daily and weekly physical activity by using a log or diary.
  - Increase the time and intensity of your physical activity gradually as you progress.

Be positive. Help your loved one remember that this is a marathon, not a sprint, and that control is possible.

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**Million Hearts** is a national initiative to prevent 1 million heart attacks and strokes by 2017. It is led by the Centers for Disease Control and Prevention and the Centers for Medicare & Medicaid Services, two agencies of the Department of Health and Human Services.

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[millionhearts.hhs.gov](http://millionhearts.hhs.gov)

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**Find and download additional materials** to support loved ones in controlling high blood pressure at the **Million Hearts®** website.
Heart attacks in women can have different causes and risks than in men, according to a new scientific statement. But most concerning to experts is that women are being under treated.

Nearly 50,000 women died from heart attacks in 2014, according to the Centers for Disease Control and Prevention's National Center for Health Statistics. Heart attacks occur when arteries that supply blood to the heart become partially or totally blocked, reducing blood flow and damaging the heart muscle.

The new statement from the American Heart Association is its first to address heart attacks in women.

Plaque, the gunky substance that clogs arteries and contributes to blood clots, forms differently in some women, said Laxmi Mehta, M.D., the statement's lead author and director of the women's cardiovascular health program at The Ohio State University Medical Center in Columbus.

In certain women, especially younger ones, the plaque doesn't bulge as much into the artery, making it less conspicuous and harder for doctors to diagnose on routine tests. But it can still form a blood clot and lead to a heart attack.

Stents may not be as effective in treating this type of less obstructive plaque, according to the statement. Alternative treatments, such as suctioning out a clot or delivering clot-busting medication directly to it, require more research, the authors said.

Even after a heart attack, women without significant obstructions in their arteries may not receive the medications and treatments they need, Mehta said.

Some other differences between men and women include:
- During a heart attack, women and men often feel chest pain, but women may experience uncommon symptoms such as back, arm, neck or jaw pain, or have nausea, weakness and a sense of dread.
- Women wait longer to get treated – the median delay is about 54 hours in women and 16 hours in men.
- Both sexes share heart attack risk factors, but Type 2 diabetes and high blood pressure are more potent for women.
- Women who survive a heart attack are more likely to have complications in the hospital such as shock, bleeding or heart failure. Mehta said some physicians do not follow medical guidelines and some women do not take prescribed medications or participate in cardiac rehabilitation, which can result in long-term complications.
- Depressed women have a 50 percent higher risk of heart attack. It's unclear how depression raises risk, but Mehta said depressed patients are more likely to not follow a healthy lifestyle.

The statement also addresses racial differences among women.

Black women, for example, have more heart attacks than whites and are less likely to be referred for cardiac catheterizations or bypass surgery, important treatments for restoring blood flow to coronary arteries. Plus, black and Hispanic women are more likely to have heart-related risk factors such as diabetes, obesity and high blood pressure.

More research is needed to better understand heart attacks in women, Mehta said.

Women represent only about one in five participants in cardiovascular disease clinical trials, according to the statement. Considerable knowledge gaps remain, and poor outcomes for women "likely reflect both bias and biology," the authors said.

"Research is power," said Mehta. "It's the only way for us to better understand heart attacks in women."
Individuals with systolic blood pressure at the 140 mm Hg level are usually satisfied by that number. They may be more concerned about the risks of carrying around too much body fat.

Now, however, there's new evidence that systolic pressure of 120 brings lower risks for heart disease, stroke, kidney failure and erectile dysfunction. The evidence shows that high blood pressure is the heart's worst enemy.

The higher risks were reinforced by the SPRINT trial, which was presented at the annual meeting of the American Heart Association. The trial was a large study of the effects 140 mm Hg blood pressure compared with 120 or below. Systolic pressure, represents the heart as it contracts and pumps blood to the rest of the body.

The researchers randomly assigned 9,300 hypertensive patients over age 50 to either the 140 or the 120 group. Results were published in the Journal of the American Medical Association.

Those who were close to 120 had significantly lower rates of premature heart-related death and death from any cause. They reduced their risk of heart failure by 38 percent and death from heart problems by 43 percent when compared to the 140s.

Dr. Paul Whelton of Tulane University, chairman of the SPRINT trial said, "Overall we deem that the benefits of lower blood pressure far outweigh any potential for risk."

Major organizations are considering the recommendation for reducing systolic pressure to 120. It could be the beginning of the new normal.

Nearly one in three Americans has hypertension, one reason heart disease is the top killer of both men and women in the United States.
Magellan DIR Fees

Per the 2016 agreement with Magellan, they will be assessing a per claim DIR fee. Currently the DIR fees associated with this plan are $3.50 per claim. At the end of each quarter, Magellan will review the Pharmacy’s Medicare Part D Preferred Pharmacy Generic Dispensing Rate for all Medicare Part D claims processed under Fee Schedules MDP16-30 and MDP16-90, in aggregate. At that time the pharmacy will owe Magellan the Generic Incentive Payment for all claims processed under this fee schedule.

As a proactive approach to the DIR fees that Magellan will be collecting, Third Party Station has established an escrow account for each member pharmacy. Third Party Station will be setting aside funds as they are received from Magellan to cover these DIR fees. The funds in your pharmacy’s escrow account will be reconciled and applied towards the Magellan collection of fees.

Your pharmacy will be able to see the funds that have been placed in your pharmacy’s escrow account, along with the corresponding claim detail on our Third Party Station members’ site. To view this information go to www.PharmacyFirst.com. After you have logged in to the Third Party Station member area, select the ‘Reconciliation’ tab on the left hand menu. At the top menu bar you will click the tab titled ‘Escrow’.

Please note, only fees that Third Party Station has applied to claims will reflect in the Escrow table on the website. If your pharmacy has not had any fees applied, no amounts will display.

For questions please contact Third Party Station at 800.460.1575, option 3.
January 22, 2016

Express Scripts DIR Fees

In accordance with the CMS regulation changes, Express Scripts will perform a quarterly retrospective collection of DIR fees. The fees apply to claims in the MED D Preferred network. The fees are currently $6.25 for a 30 day supply and $12.00 for an extended day supply.

As a proactive approach to the DIR fees that Express Scripts will assess on a quarterly basis for our member pharmacies, Third Party Station has established an escrow account for each member pharmacy. Third Party Station will be setting aside funds as they are received from Express Scripts to cover these DIR fees. At the end of the quarter, the funds in your pharmacy’s escrow account will be reconciled and applied towards the Express Scripts collection of fees.

Your pharmacy will be able to see the funds that have been placed in your pharmacy’s escrow account, along with the corresponding claim detail on our Third Party Station members’ site. To view this information go to www.PharmacyFirst.com. After you have logged in to the Third Party Station member area, select the ‘Reconciliation’ tab on the left hand menu. At the top menu bar you will click the tab titled ‘Escrow’.

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For questions please contact Third Party Station at 800.460.1575, option 3.
Doctors prescribe Aspirin Regimen Bayer Low Dose to help prevent recurrent heart attack or ischemic stroke. It contains one-quarter the medicine of a regular strength aspirin tablet allowing you to more conveniently take the dosage directed by your doctor. This product is caffeine-free and sodium-free.

Enteric coating is a delayed-released safety coating that provides added stomach protection. The enteric safety coating is designed to allow the aspirin to pass through the stomach to the small intestine before dissolving.

Aspirin is not appropriate for everyone, so be sure to talk to your doctor before you begin an aspirin regimen.

Why Coricidin® HBP
CORICIDIN® HBP, a line of cold and flu medications, is specifically formulated for people with high blood pressure. Each of the six CORICIDIN® HBP products is decongestant-free. They are safe and effective for the treatment of cold and flu symptoms when taken as directed.

It is important for the 67 million Americans with high blood pressure to be aware of the potential impact of decongestants. According to the American Heart Association, the use of decongestants found in most over-the-counter (OTC) cold medicines may raise blood pressure, making it particularly important that high blood pressure sufferers choose over-the-counter medications wisely.

Coricidin® HBP — Powerful cold relief that won't raise your blood pressure.

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<td>325043</td>
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</table>
American Heart Association Recommendation

The American Heart Association recommends home monitoring for all people with high blood pressure to help the healthcare provider determine whether treatments are working. Home monitoring is not a substitute for regular visits to your physician. If you have been prescribed medication to lower your blood pressure, don't stop taking your medication without consulting your doctor, even if your blood pressure readings are in the normal range during home monitoring.

UA-651BLE - Smith Number - 723502
Product Features
- 30 Memory Recall
- View readings on the easy to read LCD and the A&D Connect mobile app
- Connect to your iPhone or iPad via Bluetooth Smart™ technology
- Set goals and view your trends with A&D Connect and your WellnessConnected cloud account
- SlimFit™ Cuff System
- Clinically Validated

With all the features of more expensive devices, it just takes one touch to get an instant, accurate blood pressure measurement—and to send it to your A&D Connect app, as well.

With important features like 30-measurement memory recall, irregular heartbeat detection, and long battery life, it's a great way to monitor and track your blood pressure.

And with WellnessConnected, you get connected right out-of-the-box. Graph, trend, average your results, multiple users and devices. Easy reporting to your doctor or family.

UC-352BLE - Smith Number - 723510
Product Features
- Step-On Start, no physical button
- View your reading on the easy to read LCD and the A&D Connect app
- Connect to your iPhone or iPad via Bluetooth Smart™ technology
- Set goals and view your trends with A&D Connect and your WellnessConnected cloud account
- Internal Memory for up to 90 measurements with time and date stamp
- Measurement unit kg or lb
- Capacity up to 450lbs, 200kg
- Precision: 0.2lbs, 100g
- 4 AAA batteries operation (included)

Step on this clean, modern scale, and have the results instantly transmitted to your A&D Connect app. It's that simple! There's no need to turn it on or remember to turn it off.

With large capacity, 0.2lbs resolution, and long battery life, it delivers the accurate results you'd expect from the leader in connected health. And with WellnessConnected, you get connected right out-of-the-box.

Graph, trend, average your results, multiple users and devices. Easy reporting to your doctor or family.
Introducing… DUO FUSION® from the makers of ZANTAC®

Just one DUO FUSION® from the makers of ZANTAC® tablet provides immediate AND long lasting heartburn relief.

New DUO FUSION® from the makers of ZANTAC® combines the speed of an antacid with the long lasting benefit of an acid reducer. Just one tablet provides relief in seconds by neutralizing acid already in your stomach and keeps heartburn away for up to 12 hours* by reducing acid production.

*Zantac® is clinically proven to relieve heartburn in 30-60 minutes, for up to 12 hours, day or night.
If US Zika Virus Outbreak Occurs, Surge in Repellents Demand is Expected

**US Mosquito Bite Incidence vs. Repellents Penetration**

Historically in the US, consumers perceived mosquitoes as a Nuisance, more than a health threat.

**60 pt Gap in Incidence to Penetration**

**Risk of Zika Virus Outbreak in US**

[Map showing US mosquito populations]

**CALL TO ACTION**

1. Increase store inventory in potential outbreak areas during season
2. Increase display quantities & place in prominent locations in store
3. Stock Off!® in pharmacy department
4. SCJ is working with EPA to allow statements relating to Zika virus on certain of SCJ repellents
5. SCJ cannot communicate to any consumers regarding Zika virus until EPA authorizes it.

* Maps were developed by CDC using currently available information. Mosquito populations may be detected in areas not shaded on this map, and may not be consistently found in all shaded areas; Source: CDC: http://www.cdc.gov/chikungunya/resources/vector-control.html

Confidential Information: To Be Disclosed Only To Authorized Persons Within The Recipient Company

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**Item #** | **Description** | **Pack**
---|---|---
628636 | OFF CLIP ON REFILL 2CT | 1X2 CT
680942 | OFF MOSQUITO COIL STARTER | 1 EA
524728 | OFF CLIP ON STARTER | 1 EA
305763 | OFF DEEP WOODS AEROSOL 6OZ | 1X6 OZ
306670 | OFF DEEP WOODS SPORT LIQ 1OZ | 1X1 OZ
106286 | OFF DEEP WOODS TOWELETS 12CT | 1X12 CT
126177 | OFF INSECT SPRAY 6OZ UNSC | 1X6 OZ
227728 | OFF SKINTASTIC FAMILY SP 6OZ | 1X6 OZ
426023 | OFF SKINTASTIC SPR LQ UNS 6Z | 1X6 OZ
354282 | OFF SMOOTH / DRY AEROSOL 4OZ | 1X4 OZ
203372 | BURTS BEES HERB INSECT REPEL | 1X4 OZ
349589 | 10 HR INSECT REPELL SPRAY | 1X2 OZ
663559 | BULLFROG MOSQUITO COAST PF30 | 1X4.7 OZ

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**Off!**

**Global Insights: Brazil Case Study**

Prepared to Respond to Outbreak

Historically in the US, consumers perceived mosquitoes as more a nuisance than a health threat.

**748525 Neilmed Naspire Oral Aspirator**
**Top Ten by Category for the first quarter of 2016. (Not all categories listed)**

This is great tool for Front End Managers to keep up and add products from this list.

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Chocolate is good for you, so eat your candy, but not a lot of it at once!

It's hard to believe that what was once considered to be an indulgence has now proved to be good for your heart, your lungs, and your brain.

There's even more good news. The flavonoids liberally found in dark chocolate appear to produce the greatest health benefits, but researchers now say milk chocolate is also a rich source. It contains about 75 milligrams per 100 grams, or more than found in red wine. Of course, all flavonoid levels vary by brand of chocolate.

The Heart study
A new study of some 21,000 participants was done in the EPIC-Norfolk research. It shows that after 11 years, those who ate the most chocolate every day (3.5 ounces or about one chocolate bar) had an 11 percent lower risk for heart disease. They were 25 percent less likely to die of any cardiovascular causes than those eating the least (.5 ounces per day on average).

But these results are not a prescription for eating candy. They were observational studies where food questionnaires were used. Scientists did not randomly assign subjects to groups and compare the results to a control group. The study depended on recall.

In spite of this disadvantage, doctors at Tufts University say the results are supported by other studies.

Going dark
If you love chocolate, remember that it contains calories. So choose chocolate instead of indulgences like donuts and other treats. It's still best to choose dark chocolate that's higher in flavonoids, say researchers at Tufts University. Note that the Food and Drug Administration doesn't require producers to list flavonoid content on their products.

To maximize flavonoids, Jeffrey Blumberg, PhD, of Tufts, recommends dark, bittersweet or baking chocolate. Milk chocolate is processed to make it smoother and less bitter, which also decreases natural flavonoid content.
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